

## *AngusSource®/Gateway Producer Participant Manual*

AngusSource is a USDA Process Verified Program (PVP). There are two tiers of the PVP that producers may enroll in. 1 – **AngusSource** is for **Angus-sired calves** and documents source, group age and a minimum of 50% Angus genetics. All calves must be sired by a registered Angus bull, enrolled by the ranch of origin and have a known group age of month/day/year.

2 – **Gateway** has no genetic requirements. Gateway documents source and group age only. All calves must be enrolled by the ranch of origin and have a known group age of month/day/year.

### **The following steps must be completed to enroll cattle in AngusSource (AS) and/or the Gateway (GW) program:**

1. Complete the Producer Participant Enrollment Form (ENR 200) and Agreement (ENR 300) and submit to AngusSource. You will only submit these forms for your first enrollment. It is not required for future enrollments. The questions you answer on the Producer Participant Enrollment Form **MUST** be accurate and applicable to your entire operation. For number of spring calving cows or fall calving cows please indicate the calving season next to the number. For example, if you had 50 head that calved in 2007 but will have 60 head (including 10 first calf heifers) in 2008, either answer is acceptable but please clarify. You will only submit the ENR 200 and ENR 300 forms once.
2. Contact AngusSource via phone to complete the Producer Training and evaluation. **Training/evaluation will be done with each enrollment.**
3. Make sure required records/documentation pertaining to Source, Group Age and Genetics (AS only) are available.
  - a. Submitting these prior to completing training and cattle enrollment will expedite the enrollment process.
  - b. AngusSource/Gateway Program Requirements (RQMT 200) outlines acceptable records/documentation.
4. Contact AngusSource to enroll cattle in the program. There is a \$50 fee per enrollment group.
  - a. Complete cattle enrollment over the phone with AngusSource staff by providing the source, group age and genetic information pertaining to the set of cattle you are enrolling. During enrollment, AngusSource staff will ask questions pertaining to the breeding, calving and overall management of your cow herd. Please have bull turnout records, breeding records and calving records available. Accurate head counts will help expedite the enrollment process.
  - b. You must submit copies of documentation/records relevant to the set of cattle you are enrolling in AngusSource/Gateway. These documents/records may be faxed or sent by mail. Copies submitted to AngusSource must be photocopies of the ORIGINAL records. Do not copy records by hand, handwritten copies will be returned to you. You must submit a photocopy of the actual record you will be retaining at the ranch.
    - Some management practices will require an on-site review prior to completion of cattle enrollment. In most cases on-site reviews for AngusSource are conducted at no charge to the producer. In certain situations, charges may apply. If enrolling in Gateway the cost of an on-site is \$150 plus travel costs.
  - c. Once your enrollment in AngusSource/Gateway is approved by AngusSource it is processed and your identification devices (tags) are ordered.
  - d. You are responsible for the purchase and placement of the identification devices (tags). Identification devices are linked to the Verification Certificate that documents the source, group age and genetics (AS only) of the cattle you enrolled.
5. A Verification Certificate is created for all program cattle. The AngusSource Verification Certificate documents the genetics, source and group age for the set of enrolled cattle. Average EPDs and \$Values will be printed for the sire group. A complete list of sires with individual EPDs/\$Values may be viewed online at [www.angussource.com](http://www.angussource.com). The Gateway Verification Certificate documents the source and group age. The Verification Certificates are stored electronically by the AAA, and may be accessed at anytime by individuals contacting the AAA with the “Group Lot” identification which consists of the state code, lot number and customer code printed on the tag. i.e. **MO01 325897**. An official copy will be mailed to you following enrollment.

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6. The Verification Certificate may be customized for replacement females or feeder cattle if the Producer Participant wishes. Additional information pertaining to management and past group performance may be added. If sale date information is included, the Document will be activated as an online listing of cattle available for sale, and remain active for a period of 90 days prior to the date of sale. These listings are sent via e-mail to feedyards, auction markets and other individuals who have expressed interest in locating verified cattle. Verification Certificates may be printed by Producer Participants for distribution.
7. Producer Participants may log on at [www.angussource.com](http://www.angussource.com) to print Verification Certificates or to customize them. This may also be done over the phone by contacting AngusSource.

**Additional Information may include the following:**

- Contact information
- Weaning date
- Sale information
- % Black hided
- Health/management practices
- Past group performance
- Additional comments

If customizing a Document for **replacement females**, the following information is needed:

- Category i.e. open heifers, bred heifers, bred cows, cow-calf pairs
- Average weight
- Average age in months/years
- Expected calving dates if applicable
- Service sire(s) if applicable
- Pregnancy checked if applicable
- Brand location if applicable

If customizing a Document for **feeder cattle**, the following information is needed:

- Brand location if applicable
- Number of steers/heifers
- Average weight
- “natural” claims

## IDENTIFICATION DEVICES

Once you complete and submit your Producer Participant Enrollment Form and Agreement complete the Producer Training and are approved by AngusSource, you will be eligible to enroll cattle. AngusSource and Gateway are not tagging programs, they are marketing programs. Enrolled cattle are identified with official program tags.

If enrolling in AngusSource, the visual tag is available for \$1/head, RFID is available for \$2.25/head and a Choice set (includes both RFID and visual tag) is available for \$3.25/head. All tags are shipped directly to your ranch.

If enrolling in Gateway, the visual tag is available for \$2/head, RFID is available for \$3/head and a Choice set (includes both RFID and visual tag) is available for \$5/head. All tags are shipped directly to your ranch.

“840” tag options are also available. The “840” tag is an official ear tag that can be used for all regulatory programs such as interstate commerce, disease control programs, etc. The U.S. shield is printed on the front of the tag and the tag back. “Unlawful to remove” is printed on the back and an “840” number will replace the traditional “985” and “USA” numbering schemes on the original program tag. If you would like to utilize “840” tags you must have registered your premise. Tag numbers allocated to you will be uploaded to the National Animal Identification System (NAIS) database. “840” tags are available for the same price as the visual, RFID and Choice sets in each program.

Producer Participants are responsible for the purchase and placement of the AngusSource and Gateway program tags.

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### AngusSource Program Tag Options – tags are white



Visual tag (\$1.00/head)



RFID tag (\$2.25/head)



Choice set (\$3.25/head)

AngusSource program tags are available with “traditional” 15-digit numbering schemes (“USA” for visual option and “985” for RFID and Choice set options) as well as “840” tag options.

### Gateway Program Tag Options – tags are yellow



Visual tag (\$2/head)



RFID tag (\$3/head)



Choice set (\$5/head)

Gateway program tags are available with “traditional” 15-digit numbering schemes (“USA” for visual option and “985” for RFID and Choice set options) as well as “840” tag options.

### REPLACEMENT TAGS

Replacement tags are available on a case by case basis. Following enrollment you will receive a Replacement Tag Request Form (ID 280) which is used to submit a request for replacement tags. The cost of replacement tags for AngusSource is \$1/visual, \$2.25/RFID and \$3.25/Choice set. The cost of replacement tags for Gateway is \$2/visual, \$3/RFID and \$5/Choice set. There is a minimum charge of \$5 per request. All replacement tags must be paid for prior to them being issued.

### DOCUMENTATION/RECORD REQUIREMENTS

Documentation/Record requirements can be found on Program Requirements (RQMT 200). If you need a form for documenting lease agreements or purchased bred females, they can be requested by contacting AngusSource. These forms/agreements must be completed prior to cattle enrollment.

### ENROLLMENT REQUIREMENTS

For AngusSource

1. Only cattle sired by a registered Angus bull are eligible for enrollment in AngusSource.
  - a. Bull ownership/Lease agreement/Semen receipt or inventory required.
  - b. Calves from females purchased bred MAY be eligible for enrollment if the necessary records can be provided.

For both AngusSource and Gateway:

2. Cattle may only be enrolled by the ranch of origin.
  - a. Cattle that do NOT originate on your operation are NOT eligible for enrollment.
3. Cattle must have known Group Age of month/day/year.
  - a. Group Age is the age of the oldest calf in the group enrolled.
  - b. Cattle may NOT be enrolled prior to first calf born.

## ***AngusSource®/Gateway Program Participation Requirements***

### **Approved Suppliers**

Only approved suppliers may enroll cattle in AngusSource and/or the Gateway program. To become an approved supplier, producers must complete the AngusSource/Gateway Program Producer Participant Enrollment Form (ENR 200) and Producer Participant Agreement (ENR 300), complete Producer Training and submit copies of documentation/records pertaining to the Genetics (AngusSource only), Source and Group Age for each group of calves being enrolled. After completion of these requirements, the producer is placed on the approved supplier list and may enroll cattle that meet the AngusSource or Gateway requirements. Documentation/records must be maintained at the ranch for a minimum of three years.

### **AngusSource/Gateway Producer Participant Enrollment Form/Agreement**

The first step to becoming an approved supplier is to complete the AngusSource/Gateway Program Producer Participant Enrollment Form (ENR 200) and Producer Participant Agreement (ENR 300). These forms are available upon request from the AAA, or may be downloaded from [www.angussource.com](http://www.angussource.com). Producers will not be eligible to enroll cattle in AngusSource or Gateway until the Enrollment Form/Agreement are on file with AngusSource. These forms are only required with your first enrollment. An enrollment checklist is provided for future enrollments.

### **Producer Participant Training**

Prior to cattle enrollment, producers will have to complete Producer Training and pass the evaluation with an AngusSource Administrator prior to being accepted as an approved supplier for AngusSource or Gateway. Training and evaluation will take place with each cattle enrollment.

### **Documentation/Record and Retention Requirements**

Photocopies of records pertaining to the Genetics (AngusSource only), Source and Group Age of the cattle being enrolled must be submitted prior to each cattle enrollment. The original records must be kept on-site or electronically for a minimum of three years. Additionally, a copy of the AngusSource/Gateway Program Participation Requirements and AngusSource/Gateway Program Requirements must be kept on-site or electronically accessible at all times.

### **Identification Devices (Tags)**

Once cattle are enrolled in AngusSource or Gateway they are identified by tagging with an official program tag. Only qualifying cattle, properly enrolled in AngusSource or Gateway may be tagged with official program tags (visual, RFID or Choice set). AngusSource tags are tied to the Genetics, Source and Group Age information submitted to the AngusSource program for the specific enrolled set of calves. Gateway Program tags are tied to the Source and Group Age information submitted for the specific enrolled set of calves. Only one tag or Choice set is issued for each calf enrolled. Unused tags **MAY NOT** be used to identify other sets of cattle. Replacement tags are issued on a case by case basis by contacting AngusSource and submitting a completed ID 280 Replacement Tag Request form.

### **Program Reviews and Producer Participant On-site Reviews**

AngusSource completes an annual in-house review and Producer Participant reviews twice a year in order to maintain the integrity of the program and to improve the efficiency of program procedures. In addition some management practices require that producers have an On-site Review prior to the completion of cattle enrollment. By enrolling in AngusSource or Gateway the Producer Participant agrees to comply with review procedures and to present documentation/records requested by the AngusSource/Gateway program representatives for review.

### **Feedback Form**

An AngusSource/Gateway Feedback Form is available upon request from AngusSource. Producer Participants may submit comments, concerns and suggestions related to their experience with AngusSource or Gateway on this form. The AngusSource/Gateway Feedback Form (CSTMR 100) may also be accessed online at [www.angussource.com](http://www.angussource.com).

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## *AngusSource®/Gateway Program Requirements*

### **Source (Applies to cattle in AngusSource and Gateway Program)**

Only cattle enrolled by the original owner, from the ranch of origin are eligible for AngusSource or the Gateway program. Calves that have left the ranch of origin are not eligible for enrollment. By enrolling cattle in AngusSource or the Gateway program the Producer Participant agrees to the following:

- All cattle enrolled in AngusSource or the Gateway program are owned by Producer Participant and originated from the ranch/farm identified by the customer code recorded.
- Original owner is responsible for the purchase and placement of official program tags.

### **Source Documentation/Record and Retention Requirements:**

- Management records relevant to the enrolled calf crop must be maintained on-site for a minimum of three years.

### **Group Age (Applies to cattle in AngusSource and Gateway Program)**

Only cattle with known group age of month/day/year are eligible for AngusSource or the Gateway program. AngusSource and the Gateway program identifies cattle by "Group Age" as the age of the oldest calf enrolled. By enrolling cattle in AngusSource or the Gateway program the Producer Participant agrees to the following:

- All cattle enrolled in AngusSource or the Gateway program have known Group Age of month/day/year.
- Record of the actual date of birth of the first calf born within the group being enrolled is maintained.
- Record will consist of month/day/year.
- All calves enrolled as a group will share the birth date of the first calf born.

### **Group Age Documentation/Record and Retention Requirements:**

- A record of individual birth dates or first calf born (along with additional management records) must be maintained on-site or electronically for a minimum of three years.
- Producers who calve year round or have extended breeding seasons are subject to additional record/management requirements.

### **Genetics (Applies to cattle in AngusSource Only)**

Only cattle sired by registered Angus bulls are eligible for the AngusSource program. Each bull listed in Producer Participant's ownership by the AAA or leased by the Producer Participant allows enrollment of up to 40 head per calving season. Each straw of semen purchased allows for the enrollment of the (1) resulting calf. By enrolling cattle in AngusSource, the Producer Participant agrees to the following:

- All cattle enrolled in AngusSource are sired by a registered Angus bull and the bulls are recorded.
- Owned, leased or AI bulls may be used provided appropriate documentation/records are maintained.
  - Lease agreement for registered Angus bulls leased by Producer Participant must include the following information:
    - Registration numbers
    - Owner of record for each leased bull
    - Dates of lease period, beginning/ending
    - Signature of Producer Participant
    - Signature of owner of record
  - Proof of purchase for semen from AI sires must include the following information for each sire:
    - Date of purchase
    - Registration number of sire
    - Number of straws purchased
    - Vendor semen was purchased from
- Calves from females purchased bred are eligible for the program provided females were bred to registered Angus bulls and the appropriate documentation/records are maintained.
  - A record of sale for females purchased bred must include the following information:
    - Identification of the females
    - Date of sale and signature of seller
    - Breeding information including sire registration numbers

### **Genetic Documentation/Record and Retention Requirements:**

- If using owned bulls, all bulls will be properly registered and transferred into Producer Participant's name. Registration paper(s) will be maintained on-site or electronically for a minimum of three years.
- If using leased bulls, all bulls will be properly registered and transferred into the owner's name, and documentation of the lease agreement will be maintained on-site or electronically for a minimum of three years.
- If using AI bulls, a record of semen purchase or semen inventory records will be maintained on site or electronically for a minimum of three years.
- If enrolling calves from females purchased bred, a record of sale or a purchased bred female receipt will be maintained on site or electronically for a minimum of three years.

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**ANGUSSOURCE® /GATEWAY PRODUCER PARTICIPANT ENROLLMENT FORM**

AAA Customer code (if available): \_\_\_\_\_ Name: \_\_\_\_\_  
AAA Customer name: \_\_\_\_\_ **Signature:** \_\_\_\_\_  
Mailing Address: \_\_\_\_\_ Telephone: \_\_\_\_\_ FAX: \_\_\_\_\_  
City, State, ZIP \_\_\_\_\_ Email: \_\_\_\_\_

If you have multiple member codes, please list here (member codes can be found on registration certificates as “current owner” before your name): \_\_\_\_\_

**PRODUCTION RECORDS**

How many cows/heifers will you calve in the spring?

How many cows/heifers will you calve in the fall?

Do you have calves from outside sources on your operation? (i.e. purchased, or feeding/backgrounding calves not born on your operation)

Yes  No

If you have calves from outside sources, how do you manage your herd to know that you will only enroll the calves that were born on your operation?

Do you lease land or run cows on land separate from your main operation?

Yes  No

If Yes, are these cattle managed by your operation (i.e. feed, breed, calve, etc.)?

Yes  No

If No, please explain:

Are your cattle co-mingled with cattle you do not own?

Yes  No

If Yes, please explain:

**FAX/Mail to AngusSource®  
Fax: 816-383-5195**

## CALVING INFORMATION

What type of records do you keep?(check all that apply)

Bull turnout date    Breeding date    First calf born    Individual birth records    None

Records are maintained with? (check all that apply)

Calendar    Calving book    Electronic    Other \_\_\_\_\_

## SIRE INFORMATION

What breed(s) of bulls do you use?

Angus    Brangus    Charolais    Gelbvieh    Hereford    Limousin    Red Angus

Salers    Shorthorn    Simmental    Brahman Influenced

Other: \_\_\_\_\_   Other: \_\_\_\_\_

If enrolling you use bulls that are not Angus, how do you manage your herd to know that you will only enroll and identify the Angus-sired calves?

How many bulls are maintained in your bull inventory?    0-5    6-10    11-15    16-20    21+

Angus bulls are used?(check all that apply)

Natural service (owned)    Natural service (leased)    Artificial Insemination

Are all owned Angus bulls properly transferred?    Yes    No

Are lease agreements maintained on all leased Angus bulls?    Yes    No

Are semen receipts/inventories available for AI Angus bulls?    Yes    No

## RECORD INFORMATION

Are records maintained for a minimum of three years?    Yes    No

Are you willing to submit records pertaining to the cattle you enroll upon request?    Yes    No

**To enroll in AngusSource/Gateway you must complete the following  
Producer Participant Agreement**

I have read and understand all AngusSource/Gateway Program and Participation requirements. I agree to comply with all requirements, and understand that I am responsible for the accuracy of the information provided to the American Angus Association®, and release all information submitted to AngusSource/Gateway. I agree to make available to program representatives all records pertaining to AngusSource/Gateway enrolled cattle. I understand that I am responsible for the accuracy of the information I provide to the AAA, and I release AAA from any liability for errors, mistakes or omissions in the information provided.

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Customer Code**

\_\_\_\_\_  
**Date**

**This application must be on file with the American Angus Association and approved by AngusSource before you are eligible to enroll cattle in AngusSource or Gateway.**

*Upon completion, return ENR200 and ENR300 via FAX or mail to:*

American Angus Association  
Attn: AngusSource  
3201 Frederick Avenue  
Saint Joseph, MO 64506

FAX: 816-383-5195  
Phone: 816-383-5100  
[www.angussource.com](http://www.angussource.com)  
[angussource@angus.org](mailto:angussource@angus.org)

**FAX/Mail to AngusSource**